



**REQUEST FOR PROPOSAL**

**MEDICAL EQUIPMENT – NORTHWEST EXPANSION**

450 W. Paseo Redondo

Tucson, AZ 85701

Website: <https://www.elrio.org>

RFPs: <https://www.elrio.org/about-elrio/rfps/>

Email: [contracts@elrio.org](mailto:contracts@elrio.org)

Proposals must be received by **August 19, 2025 by 5:00 P.M. (MST)**

Submit proposals to [contracts@elrio.org](mailto:contracts@elrio.org), subject line: El Rio Health Medical Equipment RFP

Questions may be directed to the attention of the El Rio Health Compliance Department at [contracts@elrio.org](mailto:contracts@elrio.org).



## **MISSION STATEMENT**

El Rio Health Santa Cruz Neighborhood Health Center Inc.'s mission is to improve the health of our community through comprehensive, accessible, affordable, quality, and compassionate care. El Rio Health's Health Home mission is to provide our patients with integrated comprehensive quality care with the ongoing vision to optimize their overall health and quality of life.

## **ABOUT EL RIO HEALTH**

El Rio Health is dedicated to providing health care services for all people. Since El Rio Health began in 1970, we have grown from 10,000 patients to approximately 130,000 patients and currently serve 1 in 9 community members for primary, dental, and behavioral health care. We are proud to be one of the most innovative, highly regarded, non-profit health centers in the United States. Our focus is on positive outcomes and treating the whole person. Annual revenues are approximately \$280 million per year and the organization has approximately 1900 dedicated employees. Our health care is delivered by compassionate, professionally trained, and integrated health teams who give from their hearts to provide world class care. Our motto is "Your Health is Our Passion."

El Rio Health receives funding from health insurers, patient co-pays, reduced patient fees from those that qualify for our sliding fee scale, government grants and private donations to the El Rio Health Center Foundation. El Rio Health is a 501(c)(3) Non-Profit organization, as well as a Federal Tort Claims Act Deemed Facility. This health center receives Health & Human Services funding and has Federal Public Health Service deemed status with respect to certain health or health-related claims, including medical malpractice claims, for itself and its covered individuals.

El Rio Health provides comprehensive health care services at 14 locations. Our patient-centered healthcare teams include Pediatricians, Internists, OB/GYN practitioners, Midwives, Nurses, Nurse Practitioners, Family Medicine Practitioners, Medical Assistants, Dentists, Health Coaches, Pharmacists, Licensed Clinical Social Workers, Radiologists, Behavioral Health Professionals, Community Health Advisors and Referral Specialists.

## **INTENT**

El Rio Health is inviting qualified Offerors to provide medical equipment to furnish exam rooms and other medical departments at the new El Rio Health location at 4888 North Stone Avenue, Tucson, Az 85704, which is scheduled to open Q1 of 2026. This location consists of two stories and is 91,578 sq ft (see attached Exhibit A). Primary care, dental care, behavioral health, radiology and lab services will all be provided at this location.

## **BACKGROUND**

El Rio Health will require medical equipment as described in the specifications. Installation must be coordinated with El Rio Health Facilities Department and the General Contractor. Medical equipment will be installed in two phases (see attached Exhibit B) to accommodate continuing work at this location.

## **SCOPE OF SERVICES**

### **1. General.**

This project includes medical equipment for the following practice areas primary care, dental care, behavioral health, radiology and lab services.

- a) See attached Exhibit B for a detailed list and description of required equipment.
- b) The Offeror will work directly with El Rio Health and General Contractor to provide the medical equipment that will match the services for which it will be used. The Offeror shall prepare and



submit a full design drawing package indicating specific dimensions and materials. The submittal package shall be available to El Rio Health for review and modifications prior to acceptance and approval by El Rio Health.

2. Warranty.

The medical equipment shall be covered by the warranty provided by the manufacturer and shall be at least twelve (12) months. The manufacturer shall warrant the furnished equipment against parts failure or malfunction due to installation errors, defective workmanship and missing or incorrect parts for a minimum of twelve (12) months.

3. Training.

The Offeror shall be capable of implementing any minor adjustments to the medical equipment, provide on-site training, and complete explanations and operation of the medical equipment.

4. Vendor quote should include white glove installation for both Phase 1 and 2 of this project.

5. The successful Offeror will have attested to following Equal Opportunity Employment practices, performing background checks on employees, having proof of right to work status of employees, providing proof of and having appropriate business licenses and insurance policies. All the above-mentioned documents will be shared with the El Rio Health Human Resources Manager.

6. The Offeror is required to carefully read the requirements in this Request for Proposal and provide a response that meets the requirements. Submission of a bid is evidence that the Offeror has reviewed the RFP, understood all work and contract requirements, and is aware of all conditions that might impact work performance.

## **DETAILED OBJECTIVE AND SOLUTION REQUIREMENTS**

The following section included detailed questions regarding the minimum requirements for this RFP.

1. Please tell us about the structure of your company. This summary should include the following:

- a) Company name and contact information
- b) Brief overview of the company history.
- c) Please outline the organizational structure of the company.
- d) Who will be the account manager assigned to this project? Will they be available during regular working hours?
- e) What has been your client retention rate for the past 5 years?
- f) Provide brief financial status for the company.
- g) Share what sets your company apart from your competitors?
- h) The price offered to El Rio Health in the proposal shall be inclusive of all costs associated with the Offeror providing their services. Costs shall be broken down by category of products/services and all on-going costs for recommended or required products and services.
- i) All prices must be inclusive of all Services including white glove installation.



## IMPORTANT DATES

The following timeline is based on El Rio Health's requirements and represents the activities planned as part of the due diligence process of making an award. El Rio Health reserves the right to change the times and activities as deemed necessary.

<b>RFP Issue Date</b>	<b>August 8, 2025</b>
Submit Written Questions to <a href="mailto:contracts@elrio.org">contracts@elrio.org</a> Subject Line: El Rio Health Medical Equipment RFP	August 14, 2025 @ 5:00pm (MST)
Answers to Submitted Questions will be emailed to all Offerors and posted at <a href="https://elrio.org/about/rfps">https://elrio.org/about/rfps</a>	August 15, 2025 @ 5:00pm (MST)
<b>Proposal Submission Deadline</b>	<b>August 19, 2025 @ 5:00pm (MST)</b>
Submit Proposal via email Subject line: El Rio Health Medical Equipment RFP	<a href="mailto:contracts@elrio.org">contracts@elrio.org</a>
Proposals Opened and Reviewed	August 20, 2025
Issuance of Award	August 22, 2025

## RESPONSE INSTRUCTIONS

Responses should include only the information requested and no other marketing materials. To ensure that RFP documentation and subsequent information (modifications, clarifications, addendum, written questions & answers, etc.) is directed to the appropriate people within your organization, please provide the following information:

- Name of primary contact
- E-mail address of primary contact
- Telephone number of primary contact(s)
- Mailing address of primary contact
- Additional contact people with same information provided as primary contact(s)

## PROPOSAL REQUIREMENTS

1. The Offeror agrees to provide their best and final price in the submitted proposal. El Rio Health will only accept the first and final offer; we do not allow secondary proposal/pricing to be presented.
2. The Offeror agrees if they are awarded the Request for Proposal, that they will deliver the goods/services at the prices set forth in the submitted proposal.
3. The Offeror must agree to a background check and provide information to the El Rio Health Compliance Department, if requested, prior to Offeror's employees being allowed on El Rio Health property.
4. The Offeror will provide a current W9 with their RFP submission.
5. If requested, the Offeror shall provide three (3) reference clients and three (3) trade references. Reference clients shall be of a similar scope of work as defined herein. Trade references may be banks, equipment suppliers, consumables vendors, staffing agencies, and repair and maintenance vendors. References shall contain names and phone numbers. References will be checked.
6. The successful Offeror will have attested to the following Equal Opportunity Employment Practices: performing background checks on employees, having proof of right of work status of employees, providing employees with training on moving and heavy lifting practices, and having appropriate business licenses and insurance policies. All these documents will be shared with the El Rio Health Compliance and Risk Department.



7. The Offeror and employees must not appear on the Office of Inspector General (OIG) list of excluded individuals or entities. Offerors must be able to provide the full name (first, middle, last), date of birth and SSN to the El Rio Health Compliance Department for regulatory purposes.
8. Offeror will abide by and follow all applicable El Rio Health policies and procedures while on El Rio Health premises.
9. The Offeror (including any officers, trustees, partners, or employees) must not have a business interest or a close family or domestic relationship with any El Rio Health official, officer, trustee, or employee who was, is, or will be involved in selection, negotiation, drafting, signing, administration, or evaluating Offeror performance. El Rio Health shall make sole determination as to compliance with its Conflict of Interest Policy.
10. Offeror must represent that its RFP submission, including all work, materials, equipment, and network services comply with governmental and telecommunications regulatory law, ordinances, and regulations within their respective jurisdictions.
11. Persons with disabilities may request accommodation by contacting [contracts@elrio.org](mailto:contracts@elrio.org). Please make all requests as early as possible to allow time to arrange the accommodation.

#### **CRITERIA FOR SELECTION**

1. All eligible proposals will be reviewed and rated based on the award criteria.
2. El Rio Health may request presentations from a short list of Offerors and/or request additional information.
3. The award of a contract based on this request for proposal represents the best value for and is in El Rio Health Center's best interest.
4. In no event will El Rio Health be limited to selecting a proposal based solely upon total cost submitted.
5. Although critical, price is only one of the determining factors for the award. El Rio Health reserves the right to make an award without further discussion of the proposals submitted. Proposal evaluations are based solely on the information provided.
6. All Offerors will be notified whether they have or have not been:
  - a. selected to provide a presentation
  - b. awarded the contract set out in the RFP

#### **OPENING OF PROPOSALS**

1. Proposals will be opened promptly after the deadline to submit proposals. This is not a public opening, and vendors are not invited to attend.
2. Proposals received on time will be opened in the presence of one or more witnesses and the name and address of the Offeror will be recorded.
3. Proposals not received on time will not be opened.

#### **AWARD OF CONTRACT**

1. El Rio Health reserves the right to accept the proposal and award this Request for Proposal to an Offeror that is in the best interest and provides the best value for El Rio Health.
2. El Rio Health reserves the right to reject all proposals or any part thereof.
3. El Rio Health reserves the right to enter into contractual negotiations and if necessary, modify any terms and conditions of a final contract with the respondent whose Proposal offers the best value to El Rio Health.



4. The final Agreement will be signed by El Rio Health and the successful Offeror and returned within an agreed timeframe after the date of Notice of Award. No Agreement will be effective until it has been fully executed by all parties thereto.
5. El Rio Health would prefer to have an ongoing relationship with the chosen Offeror. The character and operating principles of the successful Offeror are important to El Rio Health. After contractual Award it will be important to continue to work with the RFP Team throughout Implementation of the services.

#### **GENERAL INFORMATION**

1. Any questions must be submitted to El Rio Health by **August 14, 2025 by 5:00 PM (MST)**, allowing sufficient time for a reply to reach all Offerors prior to the submission of their proposals. El Rio Health will post answers to all questions to our website at <https://elrio.org/about/rfps/> under the title of this RFP.
2. Answers to any questions submitted prior to the deadline to submit any questions will be provided to all Offerors to maintain fair and open competition. No response will be given to any questions submitted after **August 14, 2025 by 5:00 PM (MST)**.
3. General marketing and promotional material are neither required nor desired. Offerors should concisely but completely describe the service they feel is appropriate for El Rio Health.
4. All questions about the meaning or intent of this request for proposal shall be submitted in writing via email to the Compliance Department via the following email address: [contracts@elrio.org](mailto:contracts@elrio.org). A prompt e-mail response may be expected with copies of the Question(s) and Answer forwarded to all Offerors responding to this RFP. Questions received less than five (5) business days prior to the date for opening of proposals may not be answered.
5. Offerors shall submit a Proposal to [contracts@elrio.org](mailto:contracts@elrio.org) no later than **August 19, 2025 by 5:00 PM (MST)**.
6. El Rio Health will not be responsible for any costs incurred by an organization in preparing, delivering, or presenting proposals to this RFP. Once submitted, vendor proposals will become property of El Rio Health and will not be returned.
7. El Rio Health cautions Offerors to assure actual delivery and receipt of any mailed proposal prior to the response deadline. El Rio Health will in no way be responsible for delays caused by any occurrence. El Rio Health will not accept or consider proposals submitted via facsimile transmission.
8. Alternate proposals are NOT authorized and will not be considered.

#### **INVITATION IS THE ENTIRE AGREEMENT**

This Request for proposal constitutes the entire agreement between the parties with respect to its subject and will not be modified, altered, or amended in any way except as provided for in this Request.

#### **GENERAL DISCLAIMER**

This RFP process does not commit El Rio Health to award a contract to any respondent. Any response, including written documentation and verbal communication, by any respondent to this RFP, shall become the property of El Rio Health and may be subject to public disclosure.



**SIGNATURE OF AUTHORIZED REPRESENTATIVE**

<b>Signature of Authorized Representative</b>		<b>Title</b>	
<b>Printed Name</b>		<b>Date</b>	
<b>Address</b>		<b>Email</b>	
<b>Contact if other than signatory</b>		<b>Title</b>	
<b>Address</b>		<b>Email</b>	
<b>Product name for proposal</b>			

**(A completed copy of this page must be included with the proposal)**



## **EXHIBIT A**

# DEPARTMENT LEGEND

- Administration
- Behavioral Health
- Dental Clinic
- Dental Clinic Circulation
- Isolation
- Laboratory
- Musculoskeletal Suite
- Musculoskeletal Suite Circulation
- Pharmacy
- Radiology
- Same Day Clinic
- Same Day Clinic Circulation
- Shared Spaces
- Utility
- Behavioral Health Circulation
- Circulation



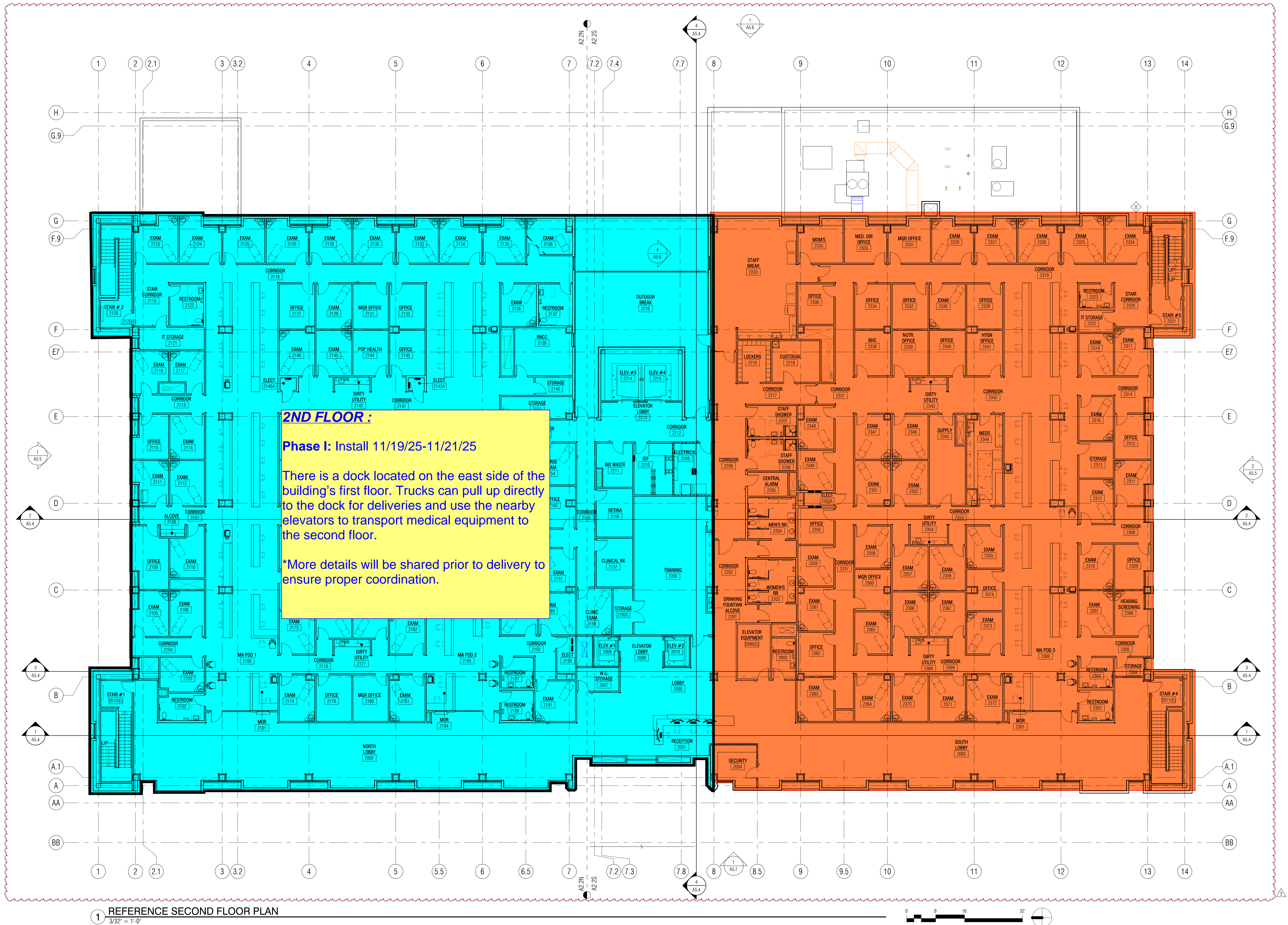
	Medical Services		Circulation
	Medical Services Circulation		Utility
	Provider Offices		Offices
	Shared Spaces		



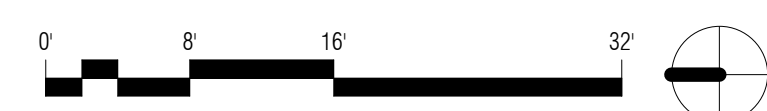


## **EXHIBIT B**





1 REFERENCE SECOND FLOOR PLAN  
3/32" = 1'-0"





**EXHIBIT C**

EI Rio Health - Stone: Medical Equipment RFP List							
Estimated Delivery Date	Line #	Item Description	QTY	UOM	Manufacturer	Manuf ID	Color
11/19/2025	1	Table Exam Ritter Base 204	49	EA	Midmark Corporation	204-011	-
11/19/2025	2	Upholstery Top Soft Touch	49	EA	Midmark Corporation	002-10137-844	Mineral
11/19/2025	3	Table Power Exam 224 Cstm Base Only	15	EA	Midmark Corporation	224-003	-
11/19/2025	4	Upholstery Top Standard for Midmark 224 Power table	15	EA	Midmark Corporation	002-2009-844	Mineral
11/19/2025	5	TABLE, EXAM POWER PELVIC TILT W/DRWR HEATER	8	EA	Midmark Corporation	626-001	-
11/19/2025	6	TOP, UPHOLSTERED PREMIUM F/626EXAM TABLE MINERAL 28"	8	EA	Midmark Corporation	002-2000-844	Mineral
11/19/2025	7	Stool Exam Pneum 5-Leg Casters w/o Backrest Ea	81	EA	Midmark Corporation	272-001-844	Mineral
1/12/2026	8	ECG MAC 5 w/ 12SL PDF LAN Ea	6	EA	GE Medical Systems	8855001-001-01247423	-
1/12/2026	9	MAC 5 Upgrade - Digital Rhythm Ea	6	EA	GE Medical Systems	8866001-001-01103940	-
1/12/2026	10	MAC 5 Upgrade - Orders & ADT Ea	6	EA	GE Medical Systems	8866001-001-01103939	-
1/12/2026	11	MAC 5 Upgrade - Full Disclosur Ea	6	EA	GE Medical Systems	8866001-001-01103941	-
1/12/2026	12	Upgrade MAC 5 - Auto ECG Ea	6	EA	GE Medical Systems	8866001-001-01103934	-
1/12/2026	13	Upgrade MAC 5 - Critical Value Ea	6	EA	GE Medical Systems	8866001-001-01103929	-
1/12/2026	14	MAC 5 Trolley Ea	6	EA	GE Medical Systems	5696975-001	-
1/12/2026	15	Hook Cable Line f/MAC 7 Ea	6	EA	GE Medical Systems	2110731-001	-
1/12/2026	16	Arm Simple f/MAC 7 Trolley Ea	6	EA	G CX	2062313-010	-
1/12/2026	17	ECG WiFi/LAN Install/Config MAC5500 Ea	6	EA	GE Medical Systems	2091358-001	-
1/12/2026	18	MAC 5 - 2yr extended warranty	6	EA	-	SV-LCS-extwarr-Mac 5+2	-
1/12/2026	19	Monitor Pt Connex Spot NIBP/SpO2/ SureTemp+Therm Bluetooth Ea	32	EA	Welch-Allyn	73CT-B	-
1/12/2026	20	Stand Mobile Classic f/ Connex Spot Monitor Ea	32	EA	Welch-Allyn	7000-MS3	-
11/19/2025	21	Diagnostic System	88	EA	Welch-Allyn	77792-M	-
1/12/2026	22	Scale Column w/ Height Rod 550Lb Digital BMI Ea	1	EA	Seca Scales	7031321993	-
1/12/2026	23	Adapter Power f/ 703/ 769/ 869/ 954 Scales Ea	1	EA	Seca Scales	4000000009	-
1/12/2026	24	Wheelchair Silver Sport 2 300lb	3	EA	Drive Medical Designs	SSP218FA-SF	-
1/12/2026	25	Wheelchair Bariatric 500lbCap	5	EA	Drive Medical Designs	STD24DFA-ELR	-
1/12/2026	26	AED Unit Automatic Powerheart® AED G5 Electrode Pads Contact	4	EA	Zoll Medical	G5A-80C-S	-
1/12/2026	27	AED Wall Cabinet Powerheart® For use with AED	4	EA	Zoll Medical	50-00392-20	-
11/19/2025	28	Under Counter Freezer	3	EA	PHC Corp	SF-L6111WPA	-
11/19/2025	29	Workstation Wall Mounted Standard Ea	60	EA	Midmark Corporation	6282-001	-
11/19/2025	30	Holder CPU Adjustable	60	EA	Midmark Corporation	9A589001	-
1/12/2026	31	Spirometer SpiroPerfect CPWS Software CD 3L Cal Syringe Ea	1	EA	Welch-Allyn	SPIRO-S	-
1/12/2026	32	Seca 676 Folding Wheelchair Scale	2	EA	Seca Scales	676-1321-108	-
1/12/2026	33	Power Series, Blood Drawing Chair with Padded Flip Arm and Drawer	2	EA	Clinton Industries	6342	Country Mist 3CM
1/12/2026	34	Alpha Series Treatment Table with Drawers	1	EA	Clinton Industries	3013-27	Country Mist 3CM
1/12/2026	35	Reclining Power Blood Draw Chair	1	EA	Markelab	ML15995-CMI	Country Mist 3CM
1/12/2026	36	Scale Infant 40Lb Digital lb/ kg with White Ea, 2 EA/CA	8	EA	Tanita Corp Of America	BD-585	-
1/12/2026	37	Baby Scale Cart	10	EA	Rubbermaid	86876200447	-
1/12/2026	38	4 Inches Stem Caster Wheels, 7/16-Inch Stem Diameter Swivel Casters Set of 4 with Side Brake	10	EA	Besitu	-	-
1/12/2026	39	Freestanding Aneroid Sphygmomanometer with Cuff	7	EA	Welch Allyn	7670-03	-
1/12/2026	40	Twin Corometrics Monitor	1	EA	GE 172	2091059-002-694653	-
1/12/2026	41	System Ultrasound w/7yr Supprt Ea	1	EA	GE	H8041AB	-
1/12/2026	42	12L-Rs Probe Ea	1	EA	GE	H40402LY	-
1/12/2026	43	4C-RS Convex Array Probe Ea	1	EA	GE	H4000SR	-
1/12/2026	44	Wireless Adapter Ea	1	EA	GE	H48832AC	-
1/12/2026	45	Cart Ultrasound Versana Active Ea	1	EA	GE	H848722BM	-
1/12/2026	46	Needle Recognition f/Versana Ea	1	EA	GE	H48402BK	-
1/12/2026	47	Handheld Spo2 monitor	4	EA	Nellcor	PM10N-NA	-
1/12/2026	48	Protective Cover For Nellcor Portable Pulse Oximeter	4	EA	Nellcor	PMAC10N-N	-
1/12/2026	49	Trophon2 Ultrasound Probe High Level Disinfectant Sterilizer	1	EA	Nanosonics	N05000-US	-
1/12/2026	50	Trophon Wall Mount	1	EA	Nanosonics	N05009	-
1/12/2026	51	Trophon Printer	1	EA	Nanosonics	N00048-US	-
1/12/2026	52	Trophon Printer Wall Mount	1	EA	Nanosonics	N00105	-
1/12/2026	53	Static treated transfer board white 3/16" x 22" 2 72"	2	EA	Universal Medical	7799PTD-ST-WH	-
1/12/2026	54	iplusmile Baby height measureing mat, infantometer height ruler	10	EA	iplusmile	423405ULRRLAQ11VY	-
1/12/2026	55	GENERAL 3-SECTION ULTRASOUND TABLE HERON	1	EA	Cone Instruments	21673-HER	-

EI Rio Health - Stone: Medical Equipment RFP List							
Estimated Delivery Date	Line #	Item Description	QTY	UOM	Manufacturer	Manuf ID	Color
1/12/2026	56	SIDE RAILS	1	EA	Cone Instruments	21696	-
1/12/2026	57	RETRACTABLE STIRRUPS	1	EA	Cone Instruments	21695	-
1/12/2026	58	CENTRAL BASE LOCKING SYSTEM	1	EA	Cone Instruments	21694	-
1/12/2026	59	ERGO CHAIR W/ROUND FOOT RING, BLACK	1	EA	Cone Instruments	944500-CO-BLACK	-
1/12/2026	60	ULTRASOUND GEL PACKET WARMER	1	EA	Cone Instruments	39101	-
1/12/2026	61	Vision Screener	1	EA	Welch Allyn	VS100S-B	-
1/12/2026	62	T661M Essentials Medical Treadmill	1	EA	SportsArt	7033592	-
1/12/2026	63	Table Treatmnt w/Electric Lift Black Ea	7	EA	Athletic Edge	EPT05-EL	Dove
1/12/2026	64	Dual Foot Bar Control with Fro Ea	7	EA	Athletic Edge	S2078	-
1/12/2026	65	Battery Option Ea	7	EA	Athletic Edge	S1151	-
1/12/2026	66	Performa Bar Activated 2-Section Bobath Tables	1	EA	Armedica	960349BL	Dove Gray
1/12/2026	67	AFT Chiropractic Table	1	EA	Hill Laboratories	AFT	-
1/12/2026	68	Top	1	EA	Hill Laboratories	-	Cinder
1/12/2026	69	Base	1	EA	Hill Laboratories	-	Black
1/12/2026	70	Raised Headpiece	1	EA	Hill Laboratories	F15	-
1/12/2026	71	Axial Distraction Electric-Powered	1	EA	Hill Laboratories	A29	-
1/12/2026	72	Manual Thoracic Drop	1	EA	Hill Laboratories	AFT85	-
1/12/2026	73	Manual Pelvic Drop	1	EA	Hill Laboratories	AFT86	-
1/12/2026	74	Extra Foot Pedal to Start/Stop Flexion at Foot End	1	EA	Hill Laboratories	92SSF	-
1/12/2026	75	Hand Switch for Table Height on Headpiece	1	EA	Hill Laboratories	92D	-
1/12/2026	76	Rehab Pro Bilateral Pulleys - Double, Wall-Mount, 100 lbs.	1	EA	RehabPro	7100809	-
1/12/2026	77	Jamar Smart Hand Dynamometer	1	EA	Jamar	81669928	-
11/19/2025	78	24.2 cu. ft. Upright Pharmacy Refrigerator	6	EA	PHC Corp	MPR-722-PA	-
1/12/2026	79	TwinGuard® ECO Series Pharmaceutical Refrigerator	4	EA	PHC Corp	MPR-S1201XH-PA	-
1/12/2026	80	Pharmacy Pill Counter	3	EA	Capsa Healthcare	KL1V	-
Items are requested to be delivered on a schedule by item. Please refer to the first column for the estimated delivery date of this equipment.							